

\$100,000 Cable Piano Co. Stock Sale Begins To-Day

The Terms of Transfer of This Great \$100,000 Stock From the Cable Piano Co. to the New Richmond Firm of the Corley Co. Admit of No Delay--So This Sale is on to a Finish

There'll be money saved to many Richmond piano buyers as a result of this great sale. This is to be a cellar-to-roof sweeping clearance of our big stock of nearly 500 new and used Upright and Grand Pianos, Inner-Players and Player Pianos, also Small Musical Instruments, Music Books, Cabinets—all plainly tagged and marked at 20 per cent., 30 per cent., 40 per cent., 50 per cent. and even 60 per cent. off regular selling prices—and from these big discounts we allow a further 10 per cent. discount for cash and short time settlements.

Our annual Christmas prices are always lower than any you ever knew; but this sale makes further discounts than even we ever thought of. Long time terms and special cash give everybody the opportunity to get the greatest value for the least money, and to move this great stock quickly.

The tags tell the price of everything. You could send your little daughter to this sale and she would be as certain to have the right price quoted as you would yourself. One price to everybody, and that marked plainly on the tag. Everything must go, and quick-selling prices have been reduced to the last possible notch. Pianos will be shipped to any point in Virginia and North Carolina subject to approval of buyer.

PLAYER PIANOS

A discount of 10 per cent. will be given on the Conover, Cable and Kingsbury Inner-Players, regular prices of which range from \$650 to \$1,000, and 20 per cent. discount is allowed on the Schubert and Euphonia Player Pianos, prices of which are \$500, \$550, \$575 and \$600. Long time terms are granted on these prices. A further discount of 10 per cent. is given for cash and short time settlements.

We offer some special bargains in Used Player Pianos, quoting, among many others, a \$700 Cecilian for \$315; a \$650 Kingsbury Inner-Player for \$499.50, etc., etc.

\$25,000 STOCK OF VICTORS

No Cash Down. Then Only Small Weekly or Monthly Payments. Pay Cash Only for the Records You Get.

Come down and hear the various styles in our Victor Department. Victrolas from \$15.00 to \$400.00. If there's one there you like, have it sent home. Pay only for the records you select. In a month begin paying a little each week or monthly until the instrument is paid for. If you don't want the Victor now, we will reserve it and deliver it at Christmas. There is likely to be a shortage of Victrolas this year, as there was last season. Make your selection now while our stock is full.

200 Rolls Player Music, 35c Per Roll

This music is the 50c to \$1.75 price, as good as new in every respect except for a few finger prints on the end of the roll. They have been used for demonstration purposes. Light Classic and Opera Selections, Popular and Dance Music.

101 Best Songs, 10c

For Home, School and Meeting, containing all of the famous patriotic songs and the finest collection of old favorites ever published—words and music complete. 10c a copy.

20%, 30%, 40%, 50%, 60% AND LONG TIME PAYMENTS

RED TAG

BLUE TAG

YELLOW TAG

GREEN TAG

WHITE TAG

10% EXTRA DISCOUNT FOR CASH AND SHORT TIME SETTLEMENT.

ENTIRE STOCK OF NEW PIANOS INCLUDED IN THIS SALE

20 New \$275.00 Cabinet Grand Pianos.

Mahogany and oak cases. Action made of the best materials. Musical and lasting tone quality. Elastic touch. A wonderful Piano at the price. 30 per cent. off regular price. Transfer Sale, long time, \$192.50. Transfer Sale, CASH or short time \$163.63

20 New \$250.00 Upright Pianos.

Full standard size. 4 feet, 9 inches high. Beautiful mahogany finish case. Full metal frame. Stylish design. Warranted to give complete satisfaction. Singing and exquisitely musical tone. Best materials. 30 per cent. off regular price. Transfer Sale, long time, \$175.00. Transfer Sale, CASH or short time \$157.50

1 Carload New \$350 Cambridge Pianos.

Height, 4 feet 9 inches, length, 5 feet 2 inches width, 2 feet 3 1/2 inches. Scale—New improved upright scale, 7 1/3 octaves; 3 unisons throughout; overstrung bass; nickel-plated tuning pins; fine repeating action; full metal plate; built up pin block; excellent felt hammers; ivory keys. Case—Double veneered; patent trap work and muller attachment; hand carved pilasters; highly finished varnish work; Boston fall; nickel-plated casters with hinges on fall; full front swing music desk, with patent hinges; highly polished nickel-plated pedals; hardwood back varnished. 40 per cent. off regular price. Transfer Sale, long time, \$210.00. Transfer Sale, CASH or short time \$189.00

40 New \$300.00 Everard Pianos.

Double veneered mahogany case. Genuine ivory keys. Best nickel pedals. Standard action. Full metal frame. Beautiful tone. Excellent lasting qualities. A Piano that will give great satisfaction. This Piano is a bargain at the regular price and a positive money-saver at the price quoted for this sale. Less than half price. Transfer Sale, long time, \$180.00. Transfer Sale, CASH or short time \$144.00

30 New \$250.00 DeKoven Pianos.

The excellent musical and constructive qualities of the DeKoven Pianos have given these instruments a well-established reputation. Fine, clear tone and built to stand hard usage, facts fully demonstrated by the many which have given satisfactory service in Richmond homes. 20 per cent. off regular price. Transfer Sale, long time, \$200.00. Transfer Sale, CASH or short time \$180.00

50 New \$350.00 Schubert Pianos.

One of the Standard Cable Company Pianos, an instrument that has the full warrant and guarantee of this great manufacturing house. To own a Schubert is to KNOW that you have full value for your money. 20 per cent. off regular price. Transfer Sale, long time, \$280.00. Transfer Sale, CASH or short time \$252.00

50 The New Scale Kingsbury Pianos.

Regular Price \$350.00 and \$375.00.

More than a hundred thousand of them have been sold. They are in homes, in studios and in musical colleges in every community, and they are giving the highest degree of satisfaction to their owners. In fact, the name Kingsbury has come to have a very special meaning to those most capable of judging of the musical and constructive qualities of an instrument. 20 per cent. off regular price. Transfer Sale, long time, \$280.00 and \$300.00. Transfer Sale, CASH or short time \$252 and \$270

25 New Cable Pianos.

Regular Price \$400.00 and \$450.00.

This is the instrument that bears the name of the largest manufacturers of pianos in the world. It's standard. The best for the price to be had anywhere. Transfer Sale, liberal terms, \$320.00 and \$360.00. Transfer Sale, CASH or short time \$288 and \$324

20 NEW CONOVER PIANOS.

Sold Everywhere at the Same Standard Prices, According to Size and Style.

A LEADER IN OUR LINE

Regular Price..... \$450.00 \$475.00 \$500.00 \$550.00 \$575.00

Long Time Price..... \$405.00 \$427.50 \$450.00 \$495.00 \$517.50

CASH PRICES..... \$364.50 \$384.75 \$405.00 \$445.50 \$465.75

HERE ARE A FEW OF THE MANY BARGAINS IN USED PIANOS

\$300.00 Wellington Upright—Slightly used and in very good condition. 40 per cent. long time price, \$180.00. CASH or short time price, \$162.00

\$350.00 Kingsbury Upright—Used, but now in good shape. Last many years. 50 per cent. long time price, \$175.00. CASH or short time price, \$157.50

\$400.00 Chase Bros. Upright—Used, but in good condition and a bargain. 50 per cent. long time price, \$200.00. CASH or short time price, \$180.00

\$400.00 Cable Upright—Used, but in most excellent condition. 50 per cent. long time price, \$200.00. CASH or short time price, \$180.00

\$250.00 DeKoven Upright—Our own make; slightly used, but good value. 30 per cent. long time price, \$175.00. CASH or short time price, \$157.50

\$250.00 Wellington Upright—Used but in good condition, and is good for years' use. 50 per cent. long time price, \$125.00. CASH or short time price, \$112.50

\$450.00 Cable Upright—Used, but in good condition and in excellent condition. 50 per cent. long time price, \$225.00. CASH or short time price, \$202.50

\$300.00 Waters & Son Upright—Used, but a reliable Piano and in good condition. 60 per cent. long time price, \$120.00. CASH or short time price, \$108.00

\$250.00 DeKoven Upright—Slightly used. Nearly new. A fine bargain. Come quick. 20 per cent. long time price, \$200.00. CASH or short time price, \$180.00

\$275.00 Kingsbury Upright—Used. Our factory department reports this Piano in fine condition. A bargain. 50 per cent. long time price, \$137.50. CASH or short time price, \$123.75

\$300.00 Wellington Upright—Used. Now in very good order. A bargain. 40 per cent. long time price, \$180.00. CASH or short time price, \$162.00

\$250.00 DeKoven Upright—Used, but good for many years, good condition. 40 per cent. long time price, \$150.00. CASH or short time price, \$135.00

\$400.00 Schubert Upright—Used, but now in fine condition. Real bargain. 50 per cent. long time price, \$200.00. CASH or short time price, \$180.00

\$400.00 Davies & Son Upright—Used. A good Piano in very good condition—last for years. 60 per cent. long time price, \$160.00. CASH or short time price, \$144.00

\$250.00 DeKoven Upright—Used. Now in good shape. In every respect a bargain. 30 per cent. long time price, \$175.00. CASH or short time price, \$157.50

\$500.00 Emerson Upright—Used, but a cracker-jack bargain. A big Piano value. 70 per cent. long time price, \$150.00. CASH or short time price, \$135.00

\$400.00 Cable Upright—A fine Piano. Used, but in excellent condition. 40 per cent. long time price, \$240.00. CASH or short time price, \$216.00

\$275.00 Kohler & Campbell Upright—Used, but in good condition. A splendid bargain. 50 per cent. long time price, \$137.50. CASH or short time price, \$123.75

\$350.00 Cable & Son Upright—Used, but good for long and satisfactory service. 60 per cent. long time price, \$140.00. CASH or short time price, \$126.00

\$600.00 Art Conover Upright—Not catalogued; special; used, but in good condition. 50 per cent. long time price, \$300.00. CASH or short time price, \$270.00

\$350.00 Cable Upright—Used, but in fine order. An excellent Piano. Bargain. 40 per cent. long time price, \$210.00. CASH or short time price, \$189.00

\$850.00 Conover Grand Piano—Figured mahogany case. Only slightly used. Good as ever. 30 per cent. long time price, \$595.00. CASH or short time price, \$535.50

\$350.00 Kingsbury Upright—Nearly new. Mahogany case. Used, but in excellent order. 30 per cent. long time price, \$245.00. CASH or short time price, \$220.50

\$500.00 Special Steiff Upright—Art case. Full size. Used, but now in perfect condition. 50 per cent. long time price, \$250.00. CASH or short time price, \$225.00

\$250.00 Wooster Upright—Very slightly used. Almost good as new. 30 per cent. long time price, \$175.00. CASH or short time price, \$157.50

\$375.00 Kingsbury Upright—Figured Burl walnut case. Largest size. No better bargain offered. 40 per cent. long time price, \$225.00. CASH or short time price, \$202.50

\$300.00 Wellington Upright—Antique oak case. A beauty. Used, but in good condition. 40 per cent. long time price, \$180.00. CASH or short time price, \$162.00

\$850.00 Conover Grand Piano—Ebony case. Used for several years, but good condition and a big bargain. 50 per cent. long time price, \$425.00. CASH or short time price, \$382.50

\$400.00 Chase Bros. Upright—Used. Now in good order. Good for many years' service. 60 per cent. long time price, \$160.00. CASH or short time price, \$144.00

The Corley Company

SUCCESSORS CABLE PIANO CO.
213 East Broad Street, Richmond, Virginia.

The
Tags
Tell
The
Story

Mason & Hamlin

No discounts or cut of price is ever made on this Piano. However, we have several used Mason & Hamlin Pianos which we offer at this sale.

1 \$1,800.00 CONCERT GRAND M. & H. PIANO. Used only in concert work. In fine condition. Transfer Sale price, \$1000.00

1 \$700.00 UPRIGHT M. & H. PIANO. Used only a short time. Now in good condition. Transfer Sale price, long time, \$560.00. Transfer Sale, CASH or short time \$504.00

1 \$800.00 BABY GRAND M. & H. PIANO. Used only a short time. Good condition. Ebony case. Style A. Transfer Sale price, long time, \$640.00. Transfer Sale, CASH or short time \$576.00

1 \$700.00 STYLE G M. & H. PIANO. Dark mahogany case. Used only a short time. Practically new. Transfer Sale price, long time, \$630.00. Transfer Sale, CASH or short time \$567.00

Small Musical Merchandise

Heavy discounts have been made in this department, which contains a multitude of various articles—Sheet Music, Music Books, Albums, Music Stencils, Rolls, Cases and Cabinets, Guitars, Banjos, Violins, Mandolins, Strings and Accessories, Drums, Bugles, etc., etc. A general discount of 30% to 50% applies to all this stock, although in some of the items a much deeper cut is made.

These prices serve to show the sweeping reduction, and of course there are intermediate qualities at corresponding prices.

\$7.00 Guitars for \$3.50; \$25.00 Guitars for \$12.50. \$4.00 Banjo for \$2.00; \$15.00 Banjo for \$7.50. \$10.00 Violin for \$5.00, and up at same discounts.

\$4.00 Mandolin for \$2.00; \$37.50 Mandolin for \$18.75. \$1.50 Bugles for 75c; \$4.00 Bugles for \$2.00. \$2.00 Music Stencils for \$1.40; \$12.00 Music Stencils for \$8.40.

\$1.50 Music Rolls for \$1.05; \$3.50 Music Rolls for \$2.45.

SUSPECT OTHERS IN MURDER CASE

(Special to The Times-Dispatch.)
Chicago, November 12.—Experts have already certified the fact that Arthur Bissonnette, Richard T. Smith and Frank Brinkman, alleged victims of Mrs. Louise Vermilya, died from arsenical poisoning.

Now the authorities are going to exhumate the body of Charles Vermilya, the second husband of the accused woman, and may even go farther in their efforts positively to establish what they believe to be the greatest murder conspiracy since the detection of H. H. Holmes.

The police are convinced that others besides Mrs. Vermilya were intimately concerned in the deaths of the men who have passed away so mysteriously.

Undertaker Charles C. Boysen, named

in Mrs. Vermilya's insurance policy, as "my affianced husband," and Dr. L. L. Hertel, the physician who attended at least two of the men who were murdered, were quizzed by Coroner Hoffman.

At the conclusion of the interviews, conducted separately, Coroner Hoffman declared his belief that neither has any guilty knowledge of the fatal results in the death house in Twenty-ninth Street.

At the same time, it was admitted that detectives have been for two weeks and are still shadowing a Southside business man, and that another arrest in the case is imminent.

Mrs. Vermilya, through her attorney, Joseph R. Burres, still persists that she does not know how the phrase, "my affianced husband," appeared in her insurance policy, with regard to Charles C. Boysen.

Both the accused woman and her undertaker friend have declared that they were just friends, little more than casual acquaintances; yet they are known to have had their pictures taken together.

No one, but half a dozen or more times, they stood before a camera and

had their pictures taken in attitudes betokening free and easy friendship and familiarity.

FAVORS SUBMISSION TO PEOPLE OF STATE

Newly Elected Senator Questioned as to Attitude on Liquor Question.

Elks to Hold Services.

(Special to The Times-Dispatch.)
Bristol, Va., November 12.—Judge David C. Cummings, the newly elected Senator from the First Virginia District, composed of the counties of Smyth and Washington and the city of Bristol, having been questioned as to how he stands on the liquor question, would not talk, further than to say that he stood upon the platform on which the people elected him.

Speculation arose concerning his attitude because it was known that he succeeded Senator A. T. Lincoln, who is known throughout the State as a strict friend of the temperance people. The platform on which Judge Cummings was elected provides:

"1. That we favor the enactment of

laws abolishing all dispensaries for the sale of liquor in this State.

"2. That we favor the submission of the question as to whether liquor shall be sold in this State under the license system to a vote of the people."

Former United States Senator James B. Frazier, of Tennessee, has accepted an invitation to deliver the annual memorial address before the Bristol Lodge of Elks on the first Sunday in December. The services will be held in the Harmeling Theatre, which building will be elaborately decorated for the occasion. Dr. Nat. T. Pulanec, of the Bristol Lodge, will deliver a similar address on the same day before the Elks' Lodge of Johnson City, Tenn.

Tennessee Bristol has sold its latest issue of bonds, amounting to \$40,000, to Cincinnati parties. The proceeds will be used in purchasing the balance of a one-half interest in the new water main constructed by Virginia Bristol last year to the Frank Preston Springs. With the consummation of the deal, the two Bristols will own the new water works jointly, the first time in the history of the dual city that such a deal has been consummated.

NO GOOD FIGURES FOR LAZY WOMEN

(Special to The Times-Dispatch.)
New York, November 12.—If the American woman would have a figure—not a tube-like figure, but a real figure, with hips, which is the only kind of figure she does now, she must throw her corsets away and she must not be too lazy to take a little exercise.

This is the belief of Miss Christian Miller, who has come all the way from the British Isles to preach it to fashionable fat women at the Waldorf-Astoria. Miss Miller is a statuesque woman in the early thirties, whose proportions are the very best possible advertisement of her theories.

"Most American women don't know how to stand properly, and they sit badly," she said today. "These tube dresses, now so fashionable, make a woman who has not learned the gentle art of poise and posture most un-

attractive. You should poise your body over the balls of your feet, and keep the knees stiff. In this way you will avoid making your figure lopsided.

"So many women slump when they stand, and they sit all squashed up. Take exercise every day and improve your temper while adding greatly to your good looks. Exercise will get rid of the box-like figure so many American women have, because they are too lazy to exercise. They lace themselves into long corsets to get rid of the fat and look perfectly square. Exercise will give you a smart waist and keep you lean below the belt.

"The perfect figure cannot be narrowed to a certain rigid proportion," continued the apostle of beauty, "but generally speaking a woman's shoulders should be broad and her waist small and her hips natural; otherwise, large. That is the way nature makes her."

"I don't care anything for the laws of fashion. My business is to help women get rid of adipose tissue, the

little balloon of flesh which they force up from the abdominal region into the top of the straight-front corset. Fat must go somewhere, and the woman who thinks she can box it up in a corset so that it won't show may be deceiving herself, but no one else.

WILL SEEK POSTPONEMENT.

(Special to The Times-Dispatch.)
Alexandria, Va., November 12.—When the case of Lewis Hoot, former secretary and general manager of the Mercantile Railway Building and Loan Association, is called for trial in the Corporation Court Tuesday next, his attorneys will ask for a continuance of the case.

The services of Attorney John L. Jeffries, of Norfolk, has been retained. Mr. Jeffries will be assisted by Attorney Lewis H. Machen, of this city. Hoot's attorneys held a conference today and outlined plans for their case.

The principal reason for asking for a postponement will be that the report on the affairs of the defunct concern are at the present time incomplete. Experts are now going over the books of the concern which failed January 12.

Children Cry
FOR FLETCHER'S
CASTORIA